

Message Text

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PAGE 01 NEW DE 05699 201511Z

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ACTION OPIC-06

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FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 5373

UNCLAS NEW DELHI 5699

PASS OPIC

E.O. 11652: N/A

TAGS: EINV OPIC IN

SUBJECT: VISIT OF CLARK BATCHELDER TO INDIA

1. THE VISIT OF OPIC REPRESENTATIVE BATCHELDER TO INDIA WAS MOST SUCCESSFUL IN EXPLORING POSSIBILITIES OF JOINT VENTURES BETWEEN U.S. AND INDIAN FIRMS IN THIRD COUNTRIES. BATCHELDER HAD VERY USEFUL DISCUSSIONS WITH OFFICIALS FROM MINISTRY OF CHEMICALS AND FERTILIZERS, FERTILIZER CORPORATION OF INDIA, AND PRIVATE ENGINEERING FIRMS IN NEW DELHI. HE ALSO VISITED, AMONG OTHER PLACES, THE BHARAT HEAVY ELECTRICAL PLANT IN HYDERABAD AND AN OIL REFINERY IN KOYALI. IN OUR JUDGEMENT BATCHELDER, WHO HAS HAD PRACTICAL EXPERIENCE IN FOREIGN COUNTRIES, WAS JUST THE RIGHT MAN FOR THIS ASSIGNMENT, AND WE APPRECIATE OPIC'S COOPERATION IN SENDING HIM HERE.

2. BATCHELDER TOLD EMBOFF THE PRINCIPAL CONCLUSIONS OF HIS TRIP. HE SAID THAT THE INDIANS WERE COMPETITIVE IN SUCH PRODUCTS AS COMPRESSORS, STEAM TURBINES, TRANSFORMERS, ELECTRIC TRANSMISSION SWITCHGEAR, TRANSMISSION TOWERS, SHEET PILING FOR DOCKS, ROAD RAILS, PUMPS, STEEL STORAGE TANKS, PIPES AND VALVES. ON THE OTHER HAND, BATCHELDER NOTED THAT THREE MAJOR PROBLEMS WERE DEFICIENT QUALITY OF SOME INDIAN PRODUCTS/ PARTICULARLY CONSTRUCTION EQUIPMENT,
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PAGE 02 NEW DE 05699 201511Z

INSUFFICIENT AVAILABILITY OF SPARE PARTS, AND DELAYED SHIPMENTS. BATCHELDER PLANS TO TALK TO NATIONAL

CONSTRUCTORS ASSOCIATION (HEADQUARTERED IN WASHINGTON)
IN AN ATTEMPT TO PROMOTE A DIALOGUE BETWEEN US FIRMS MAKING
MEDIUM-SIZE CONSTRUCTION EQUIPMENT AND INDIAN PUBLIC AND PRIVATE
SECTOR ENTERPRISES.

3. WE RECOMMEND THAT BATCHELDER'S PLANNED REPORT
OF HIS DISCUSSIONS IN INDIA BE POUCHED TO OUR EMBASSIES IN THE
MIDDLE EAST FOR THEIR USE AND DISSEMINATION.SAXBE

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